

Message Text

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C O N F I D E N T I A L PEKING 0668

E.O. 11652: GDS

TAGS: ETRD CH US

SUBJECT: USG ACTIVITIES AT CANTON FAIR

SUMMARY: USLO ECONOMIC/COMMERCIAL CHIEF HOROWITZ CALLED ON CANTON FAIR DEPUTY SECRETARY GENERAL WANG YUNG-CHIEN ON APRIL 20. THE DISCUSSION TOUCHED UPON THE ABSENCE OF HONG KONG CONGEN OFFICERS, TCK WHEAT SMUT, AND US STEEL SCRAP EXPORT CONTROLS, WITH WANG TAKING PREDICTABLE POSITIONS ON EACH ISSUE. ON APRIL 22 WANG LED A TWENTY-MAN DELEGATION OF FAIR OFFICIALS TO A RECEPTION FOR REPRESENTATIVES OF US FIRMS AT THE FAIR. THE RECEPTION WAS A SUCCESS AND WITNESSED A GOOD INTERCHANGE BETWEEN CHINESE AND US BUSINESSMEN PRESENT. END SUMMARY.

1. USLO ECONOMIC/COMMERCIAL CHIEF HOROWITZ, NOW AT THE CANTON FAIR, PAID A COURTESY CALL APRIL 20 ON FAIR DEPUTY SECRETARY GENERAL AND MFT THIRD DEPARTMENT DEPUTY DIRECTOR WANG YUNG-CHIEN (STC 3769/3057/?). LAST FALL AND SPRING USLO OFFICERS CALLED ON P'ENG CH'ING-PO (STC 1756/6855/3134) WHO HOLDS THE SAME FAIR AND MFT TITLES AS WANG AND APPEARS TO HAVE RESPONSIBILITY FOR PRC-NORTH AMERICAN AFFAIRS. FOR SOME TIME, HOWEVER, P'ENG HAS BEEN SUFFERING FROM SERIOUS HEART TROUBLE AND HE IS NOT AT THE CURRENT FAIR. DURING THE DISCUSSIONS
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WITH WANG, THE FOLLOWING SUBJECTS WERE MENTIONED:

A) VISAS FOR HONG KONG CONGEN OFFICERS - IN CONTEXT OF DISCUSSION ON THE NUMBER OF US BUSINESSMEN IN CANTON DURING THE FIRST WEEK (ABOUT 60), HOROWITZ NOTED THAT CONGEN HONG KONG OFFICERS ARE CLOSELY INVOLVED IN PROMOTING SINO-US TRADE AND THEIR ABSENCE FROM CANTON THUS FAR MAKES IT DIFFICULT FOR US TO RENDER ALL APPROPRIATE ASSISTANCE TO AMERICAN BUSINESSMEN AT THE FAIR. WANG DID NOT REPLY DIRECTLY, BUT HE LATER NOTED THAT AFTER HOROWITZ LEAVES CANTON USLO OFFICER ROPE WILL BE AT THE FAIR. THUS, HE SAID, USLO WILL HAVE SOMEONE IN CANTON TO HELP US BUSINESS REPRESENTATIVES THROUGHOUT THE FAIR.

B) TCK WHEAT SMUT PROBLEM - HOROWITZ RAISED THIS ISSUE IN CONTEXT OF DISCUSSION ON THE NEED FOR MUTUAL UNDERSTANDING AND COOPERATION IN EFFORTS TO EXPAND SINO-US TRADE. HE REITERATED THE USG POSITION OF STRONG SUPPORT FOR AN EXCHANGE OF DELEGATIONS PROPOSED BY THE GRAIN SUPPLIERS. WANG AVOIDED COMMENT ON THE DELEGATION PROPOSAL AND SAID ONLY THAT THE WHEAT SMUT QUESTION IS BEING HANDLED BY THE CHINA NATIONAL CEREALS, OILS AND FOODSTUFFS IMPORT AND EXPORT CORPORATION AND THE US COMPANIES CONCERNED.

C) STEEL SCRAP CONTROLS - IN A SHORT DISCUSSION OF THIS PROBLEM, WANG PREDICTABLY TOOK THE POSITION THAT "A CONTRACT IS A CONTRACT" AND ASKED HOROWITZ TO ASSIST IN GETTING ALL US SUPPLIERS WITH WHOM CHINA HAS SIGNED CONTRACTS TO BEGIN DELIVERING SCRAP WITHOUT DELAY. HOROWITZ REVIEWED BRIEFLY THE REASONS FOR THE US CONTROLS ON THE EXPORT OF SCRAP, STRESSED USG EFFORTS TO ADMINISTER THE CONTROLS FAIRLY, AND SAID THAT WE ARE DOING OUR BEST TO KEEP PRCLO IN WASHINGTON AND THE CHINA NATIONAL METALS AND MINERALS IMPORT AND EXPORT CORPORATION IN PEKING FULLY INFORMED ON THE MATTER.

2. WANG, WHO HAS BEEN FRIENDLY WHENEVER WE HAVE ENCOUNTERED HIM, WAS CORDIAL THROUGHOUT THE MEETING. HE TWICE MADE THE POINT THAT AMERICAN BUSINESSMEN ARE VERY WELCOME TO THE FAIR. HE ALSO ACCEPTED AN INVITATION TO HEAD A
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DELEGATION OF FAIR OFFICIALS TO A RECEPTION FOR AMERICAN AND FOREIGN REPRESENTATIVES OF US FIRMS WHICH HOROWITZ GAVE APRIL 22.

3. THE LATTER RECEPTION WAS ATTENDED BY 120 PEOPLE, INCLUDING 20 CHINESE OFFICIALS. IN ADDITION TO WANG, THE CHINESE CONTINGENT INCLUDED THE HEADS OR DEPUTY HEADS OF ALL STATE TRADING DELEGATIONS AT THE FAIR. AMONG THEM WERE SEVERAL KEY NEGOTIATORS WHO HAD BEEN INVOLVED IN A NUMBER OF SINO-US TRANSACTIONS. ON THE

WHOLE, THE CHINESE SEEMED A MORE IMPRESSIVE GROUP THAN
ATTENDED A SIMILAR US RECEPTION LAST FALL, AND THERE
WAS A GOOD INTERCHANGE BETWEEN THE CHINESE AND US
BUSINESS REPRESENTATIVES PRESENT.
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